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October 7, 1980
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After 30 years...

What's next for FEMA?

page 20

Special listing: What FEMA Members Make page 22

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Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

8: Hesston Makes Its Bid for a Place in the Farm Tractor Marketplace. Twenty-nine Fiat-built tractors are introduced to dealers for the North American market. Can Hesston take market shares away from the big seven U.S. companies?

16: FEWA, FEMA and AIMRA Head for New Orleans. I&T previews the programs and events for the annual meetings of the Farm Equipment Wholesalers Assn., Farm Equipment Manufacturers Assn., and the Agricultural & Industrial Manufacturers Representatives Assn. to be held concurrently in New Orleans in November.

20: After 30 Years...What Next for FEMA? The shortliner organization aims at providing broader services through the 'eighties.

22: FEMA Members and Products. I&T presents a listing of the more than 440 FEMA members and the products they manufacture.

On the Cover...A worker at Great Plains Industries, Inc., Wichita, Kan., puts a Seal of Quality decal on one of the company's coolers. The Seal of Quality is a program instituted by the Farm Equipment Manufacturers Assn., which is the focus of this issue.

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what's ahead...

I&T SINCE 1886

October 7, 1980

RETAIL SALES WERE OFF IN AUGUST, WITH ONE EXCEPTION, according to the flash report of the Farm & Industrial Equipment Institute. While all tractors showed a decline for the month of 5.8 per cent, sales of two-wheel-drive units over 100 horsepower were up 4.7 per cent. The full flash report:

Unit Retail Sales

	August			January-August		
Equipment	1980	1979	Pct. Change	1980	1979	Pct. Change
Farm Wheel Tractors						
2-wheel drive						
40-100 hp	3,454	3,966	-13.0	40,357	45,994	-12.3
Over 100 hp	3,495	3,336	+ 4.7	30,783	43,021	-28.5
Total 2-wheel drive	6,949	7,302	- 4.9	71,140	89,015	-20.1
4-wheel drive	612	720	-15.0	6,244	7,165	-12.9
Total	7,561	8,022	- 5.8	77,384	96,180	-19.6
Combines (S-P)	2,101	3,148	-33.3	11,597	14,363	-19.3
Balers*	1,748	2,371	-26.3	10,704	14,585	-26.7
Forage Harvesters**	967	1,121	-13.8	4,735	5,501	-14.0
Mower-Conditioners	2,000	2,745	-27.2	14,694	20,127	-27.0

*Bales under 200 lbs. **Shear-bar type.

INDEPENDENT OUTDOOR POWER EQUIPMENT RETAILERS, according to a survey conducted by I&T's sister publication, Lawn & Garden Marketing, are expressing grave concern about the decisions of several major lawn-garden equipment makers to sell their products through "mass-merchandising" outlets and also about a general deterioration in product quality. Many of the independent dealers are said to be interested in handling overseas-produced lines, according to LGM. The survey's findings are covered in part in the magazine's October issue.

UPCOMING DATA FROM 1978 CENSUS OF AGRICULTURE may contain some surprises. Preliminary results of the 1978 enumeration, say census officials, should be compared with the 1974 census with caution "because of significant improvements in data collection procedures." Take Missouri, for example: The 1974 census counted 115,711 farms on 29.8 million acres; the 1978 census showed increases: 121,826 farms, 30.77 million acres. Tractors on all Missouri farms in 1974 were counted at 185,123; in 1978, the number was up to 205,224. Tractors on Missouri farms with sales of $2,500 or more jumped from 151,015 to 182,553. The differences in total tractor numbers tend to reflect the changes in collection procedures; the difference between tractors on all farms and on those with sales over $2,500 reflects the presence on many acreages, held by "sundown farmers" and others, of small, chore-type tractors--either Japanese imports of recent vintage or much older used units made in America.

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

BILL ENLOW TRACTOR SALES
Sapulpa, Okla.
(August 9, 1980)

ALLIS-CHALMERS TRACTORS
WD, 1949 (Fair) 400*
WD45 diesel, 1956 (Good) 1125
D14 LP, 1959 (Good) 1450
D14, 1959 (Good) 1200
D17 LP, 1961 (Rough) 1200*

CASE TRACTORS
D, 1953 (Fair) 320
VAC, 1954 (Fair) 400*
DC4, 1953 (Fair) 475*
430 diesel, 1983 (Good) 1600*
500, 1955 (Good) 1650
930 diesel, 1964 (Good) 2600
1030 diesel, 1966 (Good) 2500
1030 diesel, 1967 (Fair) 2100*
450 diesel dozer, 1968 (Good) 4450*

DAVID BROWN TRACTOR
990 diesel, 1963 (Fair) 1450

FERGUSON TRACTORS
20, 1948 (Fair) 925
20, 1948 (Fair) 950
20, 1949 (Good) 1180
20, 1949 (Good) 1275
20, 1949 (Good) 1070
20, 1949 (Rough) 675
20, 1950 (Rough) 600
20, 1951 (Good) 1050
20, 1951 (Good) 1000*
30, 1953 (Good) 1275

FORD-FERGUSON TRACTORS
9N, 1942 (Fair) 800*
9N, 1943 (Good) 950
9N, 1943 (Good) 910
9N, 1944 (Good) 975
9N, 1944 (Good) 900
9N, 1945 (Good) 1075
9N, 1945 (Good) 1300
9N, ldr., 1945 (Good) 1000*
9N, 1945 (Good) 890*
9N, 1946 (Good) 1175

FORD TRACTORS
8N, 1947 (Fair) 900*
8N, 1947 (Fair) 850*
8N, 1947 ..... 1075*
8N, 1948 1250
8N, 1948 1050
8N, 1948 1100
8N, 1948 ..... 1050*
8N, 1948 1125
8N, 1949 1150
8N, 1949 925
8N, 1949 1050
8N, 1949 ..... 1175*
8N, 1949 1075
8N, 1950 915
8N, 1950 1000
8N, 1950 1125
8N, 1950 1175
8N, 1951 ..... 1175*
8N, 1951 ..... 1225*
8N, 1951 1350
8N, 1951 1300
8N, 1952 1250
8N, 1952 1225
8N, 1952 ..... 1350*
8N, 1952 1300
8N, 1952 1275
8N, backhoe, 1952 (Good) 1700*
8N, 1952 (Good) 1400
8N, 1952 (Good) 1400
NAA, 1953 (Good) 1750
NAA, 1953 (Good) 1700*
NAA, 1953 (Good) 1750
NAA, 1953 (Fair) 1500
NAA, 1953 (Fair) 1200
NAA, 1953 (Good) 1750
NAA, 1953 (Rough) 1075
NAA, 1953 (Fair) 1500
NAA, 1954 (Good) 1775
NAA, 1954 (Good) 1900*
NAA, 1954 (Good) 1650
600, 1955 (Fair) 1100*
600, 1955 (Good) 1800*
640, 1955 (Rough) 910
640, 1956 (Fair) 1550*
640, 1956 (Fair) 1400*
640, 1956 (Good) 1850*
640, 1956 (Good) 1900
641, 1957 (Good) 1800*
641, 1958 (Good) 1875
800, 1954 (Fair) 1475
800, 1955 (Good) 1925
860, 1955 (Good) 1980
801, 1957 (Good) 1775
801, 1958 (Good) 1875
861, 1958 (Fair) 1675
871, Select-O-Speed, 1956 (Fair) 1000*
Dexta diesel, 1960 (Fair) 1200*
2000, 1962 (Good) 2100
2000, 1962 (Fair) 1650*
2000, 1963 (Good) 2200*
3000, 1965 (Fair) 2300
3000, 1967 (Good) 2750*
3000 diesel, 1968 (Good) 2850
3000 diesel, 1969 (Good) 3250
4000, ldr., 1966 (Good) 3700
5000 diesel, Select-O-Speed, 1970 (Good) 2850*
5000 diesel, ldr., 1967 (Fair) 5450
4400, 1972 (Good) 3300

INTERNATIONAL HARVESTER TRACTORS
A, 1945 (Fair) 325
Cub, 1958 (Good) 1400*
154, 1969 (Fair) 1500
154, 1970 (Good) 1800
300, 1954 (Fair) 710
656 diesel, 1969 (Good) 4700
1566 diesel, cab, 1974 (Good) 11,500*

JOHN DEERE TRACTORS
420 diesel, 1956 (Good) 1825
2510 diesel, 1968 (Good) 4850
3020 LP, 1971 (Good) 3700*
4010 LP, 1963 (Good) 4850
300, 1972 (Fair) 2300*

KUBOTA TRACTOR
210 diesel, 1972 (Good) 1600

LEYLAND TRACTOR
384 diesel, 1962 (Good) 2000*

MASSEY-HARRIS TRACTOR
Pony, 1950 (Good) 450*

MASSEY-FERGUSON TRACTORS
35, 1958 (Rough) 1000
35, 1959 (Fair) 1500*
35, 1959 (Fair) 1600
35, 1960 (Good) 1800*
35 diesel, 1961 (Good) 1850*
35 diesel, 1962 (Good) 2100
35 diesel, 1963 (Good) 2650
50, 1960 (Fair) 1500
65, 1958 (Good) 1700*
65 diesel, ldr., 1960 (Good) 2250*
65, 1961 (Good) 1975
65 diesel, 1962 (Good) 2100*
65, 1962 (Fair) 1500*
65 diesel, ldr., 1963 (Good) 2650
S-90 diesel, 1964 (Fair) 1650*
20, 1971 (Good) 3100*
20, 1971 (Good) 3050*
135, 1966 (Good) 2500
135, 1969 (Good) 2905*
135 diesel, 1970 (Good) 3180*
150, 1968 (Good) 2600
165 diesel, 1966 (Fair) 2850
165 diesel, 1967 (Good) 3200*
165 diesel, 1970 (Good) 3550
165 diesel, 1972 (Good) 3650
175 diesel, 1969 (Good) 3180*
175 diesel, 1970 (Good) 3500
180 diesel, 1966 (Good) 3300
180 diesel, 1968 (Good) 3275
180 diesel, 1971 (Good) 3350*
1080 diesel, 1970 (Good) 4800
1080 diesel, 1972 (Good) 5800
230 diesel, (New) 6400*
230 diesel, (New) 6350*
230 diesel, (New) 6450*
230 diesel, (New) 6500*
230 diesel, (New) 6450
245 diesel, (New) 7100
275 diesel (New) 12,000*
275 diesel (New) 12,450
285 diesel, (New) 13,200*

MINNEAPOLIS-MOLINE TRACTORS
M-670 diesel, 1968 (Good) 2400*
G1000, 1967 (Good) 3625*

OLIVER TRACTORS
55 diesel, 1957 (Good) 1500*
550, 1960 (Fair) 850

SATOH TRACTORS
Beaver diesel, 1971 (Good) 2000*
650G, mo., 1972 (Good) 1900

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